TRANSPORTATION

Vol. 28, No. 1

THE AIR MAGAZINE FOR THE BUSINESS EXECUTIVE

January, 1956

Problem 1: "I've got a national distribution job which calls for precise timing." Problem 2: "I can't afford to let my competitors get the jump on me this time."

Problem 3: "I'm investing too much of my capital in a binding inventory."

Problem 4: "My shipping containers add too much to transportation costs."

Problem 5: "I've got to get a great deal more out of my short selling season." Problem 6: "I must find an effective method of exploiting new markets everywhere."

Problem 7: "I need to find a way of reducing warehousing expenses." Suggestion: Ask the airline cargo department or air freight forwarder to help you.

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AIR TRANSPORTATION, published once each month, thoroughly covers the entire air cargo industry for the benefit of all those engaged in shipping and handling domestic and international air freight, air express, and air parcel post, as well as using the domestic and international air mail services. Included in AIR TRANSPOR-TATION'S wide coverage are: air shipping, cargoplane development, rates, packaging, materials handling, documentation, air cargo terminal development, insurance, routing, interline opment, insurance, routing, interfine procedures, new equipment, commer-cial airlines, military air transport service, air freight forwarders, and business flights.

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10

8,434 shipping and business execu-tives including: 4,856 traffic managers

1,026 presidents; partners; proprietors

KLM Royal Dutch Airlines4th Cover

Lockheed 9 Lufthansa German Airlines 15 Mohawk Business Machines 20

65 vice presidents

Japan Air Lines

Lockheed

52 secretaries; treasurers; comptrollers 575 freight forwarders 432 export-import managers; export-import merchants

366 purchasing agents 976 aviation department heads of commercial and industrial firms

138 general and sales managers

411 airline executives and other per-sonnel

Swissair

TWA -----

TACA 21

TAN Airlines 22
United Air Lines 3

111 military personnel (principally MATS) 6 banks

15 insurance firms

86 trade organizations
214 Federal, state and city govern-ment departments

89 educational institutions and stu-dents 63 business and public libraries

42 foreign governments
53 aircraft and aircraft equipment
manufacturers
25 miscellaneous

1 awaiting classification

The most recent study of Air Transportation's circulation has shown a pass-along of each issue to 3.45 persons, or a total readership of 4.45 persons per copy. On this basis, this issue of Air Transportation will be read by a minimum of 42,498 persons. The latter figure does not include readers not classified under "net circulation."

VOL. 28

JANUARY, 1956

No. I

Airwork Atlantic Suspends

ATA Report Points To Records for Air Cargo

WASHINGTON, D. C.—With the reports of the scheduled airlines of the United States completed for the first 10 months of 1955, and the totals for November and December estimated, it became apparent that air cargo, including freight and express, continued to make striking gains. The traffic and revenue figures of the Flying Tiger Line and Slick Airways, which are not members of the Air Transport Association, are not included.

On an industry basis, express produced the most significant gains of all categories of commercial air transportation, chalking up an estimated gain of 25.5% in ton-miles and 29.8% over 1954 revenues. Freight ton-miles rose 19.7%, while revenues showed a rise of 13.8%. On the other hand, the increase in revenue passenger-miles was 19%, while revenues were above last year's total by 16.3%.

Fred Lee Out of CAA, Josh Lee Out of CAB

WASHINGTON, D. C.—Within 48 hours last month, two announcements significant to commercial aviation were made: the resignation of Frederick B. Lee as Administrator of Civil Aeronautics, and the replacement of Josh Lee, Civil Aeronautics Board member.

The resignation of Fred Lee came amid charges of political pressure by the Commerce Department. According to reports, Lee had been asked to resign by Under Secretary of Commerce Louis S. Rothschild, who was informed that he would do so only at the request of the White House. There have been numerous protests and it appears that an investigation of the circumstances surrounding the resignation is in the offing. Lee has been succeeded in the top CAA job by Charles J. Lowen, Jr., deputy administrator.

Josh Lee, former Democratic Senator from Oklahoma, whose term expired December 31, was replaced by G. Joseph Minetti, a member of the Federal Maritime Board and former commissioner of the New York Department of Marine and Aviation. Minetti is also a Democrat.

Ross Rizley, CAB chairman, who recently was redesignated by President Eisenhower, is rumored to be on the way out. It is said that he will accept an Oklahoma Federal judgeship.

Transatlantic Air Freight Carrier Places Blame on British Government Attitude

NEW YORK—At a hurriedly called press conference here nine days before Christmas, the suspension of scheduled transatlantic air freight service was announced by Airwork Limited, British independent carrier. The news of the cessation of Airwork's operations across the Atlantic broke over the shipping community like a bombshell and stunned airline personnel and air shippers alike. The withdrawal of Airwork leaves Scaboard & Western, which started operations in 1947

and became certificated several months ago, as the only aff-cargo airline on this

important international route.

White stating that "the decision was reached because the North Atlantic cargo division of Airwork has been unable to forecast operations at a profit or even a break-even point." Henry M. Marx, secretary, spokesman at the press conference, also indicated strongly that British politics forced the move. The airline had been seeking to carry passengers and mail during periods when cargo is traditionally at low ebb, but such permission has been denied by the British Government.

Sir Archibald Hope is managing director of Airwork, Airwork Atlantic, Ltd., North American subsidiary of Airwork. which acted as the sales organization in the United States and Canada, was headed by Jonn E. Muhlfeld, president, former general sales manager for Pan American World Airways. His right-hand man, Milton E. Patterson, another ex-Pan Am executive, served as vice president.

The airline spokesman stated that although the company had entered the transatlantic air freight field with the "expectation of initial losses," it was subjected to certain restrictions which prevented the carrier from operating profitably.

The two airfreighters leased from Slick Airways and Transocean Air Lines have



Ten months ago Airwork, Ltd. started its transatlantic air freight service with a DC-4 flight from London to New York. Shown above is the loading scene on the inaugural day. Last month the service was suddenly suspended.

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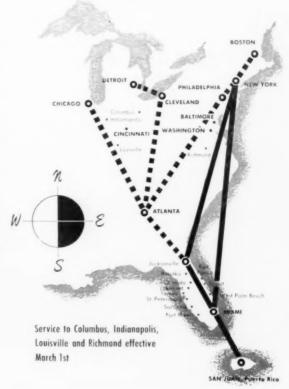
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Airwork Atlantic Suspends

(Continued from Page 6)

been returned. Airwork's own three DC-6As have been put up for saie. Marx stated that an unnamed airline had committed itself to the purchase of these aircraft, but how firm this commitment was could not be learned.

The decision, which was reached in London and transmitted to New York, stranued 31 personnel, 29 of which are located in the United States and the other two in Canada. Muhlfeld told Air Transportation that he is bending every effort to get all his men placed.

How suddenly the axe fell is perhaps best demonstrated by the fact that Airwork had been hiring experienced personnel almost up to the week of the announcement of dissolution. Several quarters indicated privately to Air Transportation that they are interested in some of the men.

Will Airwork make a comback? The airline left the door slightly ajar on this question. The tentative answer to this appears to be that if the British Government will be a little more liberal, permitting it to operate "on a reasonable basis without subsidy, but, on the other hand, without guaranteed future losses," it would consider resuming operations on the North Atlantic.

In its 10 months of hauling freight between the United States and Europe, Airwork made itself felt. During the week ending December 3, it operated 22.22% of the all-cargo flights and carried 31.29% of the freight. The curtain rang down on the carrier when its flight from London arrived at New York International Airport December 19. Airwork had been operating three scheduled round trips a week.

Suspension of scheduled transatlantic cargo flights does not affect Airwork's other operations. It will continue cargo and passenger transportation to other parts of the globe, as well as fulfilling military contracts, pest control in Africa, operate flying schools for the Admiralty and RAF, perform maintenance and overhaul, conduct aircraft brokerage and sales, etc.

Steamship Family Buys South Pacific Air Lines

SAN FRANCISCO — The second and third generations of the famous Dollar steamship interests have taken over control of the recently certificated South Pacific Air Lines.

R. Stanley Dollar heads SPAL's board as chairman, and R. Stanley Dollar, Jr., is president. Vice presidents are J. Harold Dollar, Jr., and M. S. van Burkleo. R. P. Seeley is secretary, and E. H. Hall, treasurer. Corporate headquarters will be maintained at 311 California Street, San Francisco, headquarters of the Dollar Line.

BOAC U.S. Hatrs. to Move

NEW YORK—Late this year, the United States headquarters of British Overseas Airways will move from its present location at 342 Madison Avenue in this city to the Bank of New York Building, 530 Fifth Avenue. The building is now

under construction. BOAC will occupy the entire fifth floor. A long-term lease has been signed.

Kojima Switches to N.Y.

NEW YORK — Japan Air Lines' vice president in charge of the American Region, Yoshito Kojima, has established offices at the carrier's Eastern headquarters, 590 Fifth Avenue, New York. Decision to locate in New York, Kojima observed, was prompted by the Eastern Seaboard's prime position as a generator of transpacific traffic.

Seaboard Wins Award

NEW YORK—For its role in the air transport of animals used for medical research, Seaboard & Western Airlines, transatlantic all-cargo carrier, was recently awarded a plaque from the Animal Care Panel of the National Society for Medical Research. The award, presented by Dr. N. R. Brewer, was accepted by Raymond A. Norden, Seaboard president.

United Signs Lease

PHILADELPHIA — A 15-year lease signed with the Philadelphia city authorities will give United Air Lines a new cargo handling area at the International Airport. New facility will cover 3,400 square feet of space, including customer lobby, counter positions, and offices for ground personnel. W. E. Mays is in charge.



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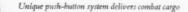
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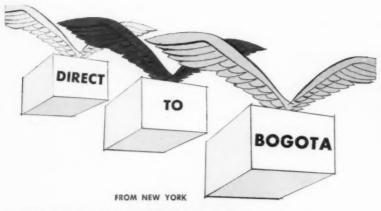


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PAGE 10-AIR TRANSPORTATION-Air Commerce

Important decisions reached by the Civil Aeronautics several weeks ago, too late to be included in the last issue of Air Transportation



Air Transportation (with the exception of that affecting Riddle Airlines), are of exceptional importance to the business community. In the Northeast-Southwest Service Case, Denver Service Case, and North-South Air

Freight Case, the principle of competition in fulfilling the need for adequate service was uppermost. Following are the results:

American: (1) Authorized to serve Pittsburgh, providing long-haul flights to the Southwest and West, but without authority for nonstop service to points in New England. (2) Houston added as a stop in order to provide one-carrier service between Houston and Pittsburgh. (3) Authorized to serve Columbus on a through routing to New York City. (4) Authorized nonstop service between Chicago and San Francisco/Oakland.

American Air Export & Import (Aaxico): (1) Awarded five-year temporary authorization to haulcargo between New York and New Orleans, via Philadelphia, Baltimore, Washington, D. C., Richmond, Atlanta, and Birmingham: between New Orleans and Chicago, via Birmingham, Indianapolis, Louisville, Gincinnati, and Columbus; between Columbus and Detroit, via Cleveland, Philadelphia, Baltimore, Washington, D. C., Richmond, Louisville, Gincinnati, and Columbia are certificated on a demand-only basis; the other cities will have a regularly scheduled service. (2) Authorization includes the right to haul air express. (3) Decision on the application to carry mail is deferred.

Braniff: (1) Authorized to operate over a new segment between New York/Newark and the terminal point Fort Worth, via Washington, D. C., Chattanooga, Nashville, and Memphis, Tulsa, Oklahoma City, and Dallas (2) Stated that additional service for San Antonio should be rendered by Braniff.

Capital: (1) Extended Route 51 from Washington, D. C. to New York/Newark, via Baltimore and Philadelphia. (2) Amended the certificate on Capital's Southern route structure in order to permit "more effective competitive service" between New Orleans and Atlanta, via Birmingham and Mobile. (3) Authorized to carry traffic between Philadelphia and Pittsburgh.

Continental: (1) New segment added between Chicago and Los Angeles, via Kansas City (Missouri) and Denver. Restrictions include (a) the rendering of service on Kansas City-Chicago flights only on those originating or terminating at Los Angeles; (b) single-plane service through Denver, to or from points South, is prohibited; (c) single-plane service between Chicago and points south of Kansas City is prohibited.

Delta: (1) Authorized service beyond Atlanta to the co-terminal points New York/Newark, via Charlotte, Washington, D. C., Baltimore, and Philadelphia. (2) Added a new route segment authorizing service over Route 24, west of the intermediate point New Orleans to the terminal point Houston.

Eastern: (1) Authorized to carry traf-(Concluded on Page 22)



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Domestic

Braniff: The airline's new C-46 air-freighter recently took off from Dallas on its maiden flight to Chicago. Braniff has



has expanded all-cargo service between the two cities. the C-46 representing an increase of 21/2 times the pay-load of the cargoplane it replaced.

Capital: Operations into Newark Airport have been

resumed with four daily inbound and outbound flights. The Korean crisis forced suspension of operations exactly four years ago when Capital aircraft joined the Pacific Airlift.

Riddle: January 20 is the date of the inaugural all-freight flight on the newly extended route, Miami to Boston. In the beginning it will be served with one flight each way daily.

Slick: Air freight service into Oklahoma City was inaugurated last month. Three scheduled flights a day are operated

United: Kansas City and Pittsburgh have been added to UAL's system. Sched-ules were not announced at presstime.

International

Air France: The French airline now offers two weekly flights connecting New York and Tel Aviv.

Avianca: Nonstop flights between New York and Montego Bay, Jamaica, will be maintained on a daily except Monday basis through the Winter. All flights (five Super Constellation, two Constellation) continue to Barranguilla. The Super Connies terminate at Bogota; the Connies go on to Medellin and Cali.

LAI: The Italian carrier recently reported a record-breaking flight from New York to Naples. DC-6 spanned the distance in 13 hours, 50 minutes.

Los Angeles: The helicopter airline has opened service between Los Angeles Airport and Ontario. S-55s also haul ex-press. There are three trips daily.

Northwest: Flights to and from the Far East have been rerouted through the reactivated base at Shemya Island in the

Pan American: Airfreighters are now making two round trips a week (Sunday and Wednesday) from San Francisco and Los Angeles to San Salvador (arrivals, Monday and Thursday). Continuing all-cargo flights proceed the major points in Latin America. C-54 equipment is used.

KLM: An interline agreement with Aeroflot, the Soviet air carrier, has been announced. Freight documents are now

honored on the entire route network of each airline. The carriers have coordinated their schedules for connecting flights. KLM is the fourth European airline to have con-cluded an interline pact with Aeroflot.



Seaboard & Western: Cargo interline agreements have been reached with National Airlines and Varig Airlines. National serves 33 cities along the Eastern Seaboard, Gulf Coast, and West Indies; Varig operates to 60 Brazilian cities, Ciudad Trujillo, Montevideo, and Buenos Aires.

Air Express International Corp.: As indicated last month (see What Makes AEI?, December, 1955 AT), AEI has



signed an agreement with National Carloading Corporation "whereby shippers" who utilize forwarder LCL service in moving their overseas shipments to the gateways will be provided a through

ment to foreign destinations." National has approximately 150 stations scattered throughout the United States; AEI has more than 300 branch offices and managing agencies in all parts of the world. Charles L. Gallo, AEI president, who issued the joint announcement with National's president, T. R. Hudd, pointed out that interior shippers will receive a particular advantage from the deal. National will make regular pickups of international air freight along with domestic LCL freight.

Frank P. Dow, Inc.: The firm has received a CAB Letter of Registration. The firm now is engaged in air freight consolidations from Pacific ports Eastbound. It has for years held an ICC franchise, operating a rail consolidation service from the West Coast to points East.

Charters were appreciably heavier during the pre-Christmas weeks. Lambert Brothers, Ltd., of London, reported early



last month that "no less than 14 Sky-masters have been fixed for transatlantic flights" from the United States to the Middle East, Interest in livestock carriage is growing. European shippers

are said to be making inquiries concerning the air-shipment of cattle to the Persian Gulf area. Lambert

"As our reports during the past few months have indicated, the character market has been consistently firmer than in previous years, while the scheduled service activities of British independent operators have continued to expand, but the independents, as a whole, are still faced with many difficulties and restrictions. Many of their problems were given an airing in the annual report of the British Independent Air Transport Association and at the Association's dinner the same evening. However, it does seem that there now increased cooperation with the corporations, despite the fact that the scheduled services of the independent airlines represent only about 7% of the to-tal British scheduled effort, and the greater part of this small percentage consists of low-revenue, highly-speculative operations. Air trooping continues to be the predominant activity, representing (in terms of passenger-miles) 81% on non-scheduled operations and 67% of total operations.

"The operating fleet strength of BIATA members is 227 aircraft, of which 71 are four-engined, 135 are twin-engined, and 21 single-engined (including four helicopters), while there are on order seven Viscounts, six Heralds, three DC-6As, and three Bristol Freighters."





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With the acknowledged aim of cutting deeper into surface traffic, the Flying Tiger Line has proposed lower transconti-



nental air freight rates for heavy volshipments. The CAB has been asked to accept its new rate - setting formula which would reduce present minimums by some 30%. Bob Prescott, Tiger president,

pointed to the new cargoplanes capable of hauling more than 21 tons of freight nonstop over 2,000-mile distances, stating that they "now make it possible for the carrier to offer incentive rates that will bring into the air large volumes of traffic now restricted to surface transportation.

Here's the formula: 20e per ton-mile for the first 1,000 miles in any one shipment.

161/4e per ton-mile for all or any portion of the remaining ton-miles which accrue in a 10,000-pound shipment.

13¢ per ton-mile for the first 10,000 tonmiles which accrue over and above those already charges at 20¢ and 1614¢. 9e per ton-mile for all the remaining

The formula currently used in domestic air freight transportation limits rates to a minimum charge of 20¢ per ton-mile for the first 1,000 ton-miles in any one shipment, and 16% e per ton-mile for all remaining ton-miles. Said Prescott:

"The new large volume which would be developed would come from such sources as the military, from importers of goods arriving by water and which move into the interior of the country in amounts up to 40,000 pounds; from large industrial shippers moving large volumes of products by surface, and from forwarders who with the incentive of lower rates for weights in excess of 10,000 pounds will develop new markets. Much of the traffic moving by rail express and other surface means would be attracted to air movement if the proposed rates are made effective."

United States Airlines

Braniff: Keeping pace with the growing number of airlines investing in jet transports, Braniff placed an order for



five Boeing 707s. Cost: approximately \$30 million. First 707 is scheduled for delivery in October 1059 Delivery of previously ordered Douglas DC-7Cs will begin this Summer. Delta: Five Con-

vair Model Metropolitans have been ordered. Delta currently operates a score of Convair 340s. The airline recently reported that it is equipping all its Convairs, plus its 11 DC-7s and six DC-6s with airhorne weather radar. New aircraft will be so equipped before placed in operation.

Eastern: Twenty-six Douglas DC-8 jets (eight of them on option) have been ordered. Total cost of aircraft (including the eight optioned) and spares is \$165 million. Six of the transports, which will be powered by Pratt & Whitney J57 jet engines, will start being delivered in May, 1959. Twelve others, equipped with the bigger J75 power plants, start delivery in March of the following year.

TWA: Starting in June, the airline will receive eight additional Lockheed

Super G Constellations, TWA currently operates 101 Constellations and Super Constellations.

Foreign Airlines

Air France: A dozen French-manufactured jet transports—the Caravelle SE-210—have been purchased from Société Nationale de Constructions Aéronautiques de Sud-Est. The Caravelle will carry 70 de Sud-Est. The Caravelle will carry (o) passengers, with a total cargo space of 1.035 cubic feet. Cruising speed is 470 miles per hour. Air France, which will start receiving them during the latter part of 1958, will utilize the jets on routes throughout Europe and the Middle East. American jet transports will be used on its transatlantic route.

KLM: The Dutch airline is the first foreign carrier to order American com-mercial jets. An order for eight Douglas DC-8s has been placed. Cost will exceed \$50 million. KLM, which operated the DC-2 in 1934, has utilized every type of Douglas transport. It has 80 twin- and four-engined planes in the air today.

Sabena: After more than two years of international helicopter service with the Sikorsky S-55, the Belgian airline has invested in eight more rotary wing aircraft— Sikorsky S-58s. Payload of the S-58 is 2½ times greater than that of the S-55.

Trans-Canada: Three Bristol Freighters and one C-47 cargoplane have been sold to Central Northern Airways. TCA recently converted a number of North Stars to airfreighters.

The Port of New York Authority is spending \$1,443,440 for improvements at Newark Airport. Expenditure was made necessary by increased traffic at the air



An international airport large enough to handle the soon - to - come giant jet transports will be huilt at a site less than 15 miles from Ciudad Trujillo, Reported cost of the Dominican Trujillo's

terminal has new been set at \$9 million.

Seattle-Tacoma International Airport reports that a total of 2.426,700 pounds of freight was handled in October, as compared with 2,385,126 pounds during the same month in 1954. Express also rose from 181,421 pounds to 233,658 pounds. For the first 10 months of 1955, 24,891,287 pounds of freight were handled, an in-crease of 2,959,748 pounds over the same period of the year before; and 2,065,550 pounds of express, an increase of 149,907 pounds.

First public flight of the Piasecki-YH-16A Turbo-Transporter made at Philadelphia International Airport



last month. Weighing more than 16 tons and with a top speed of 150 miles per hour, the helicopter it is the world's biggest turbine-powered rotary wing aircraft-was developed by the Air Research and Development

Command. The YH-16A represents part of a heavy cargo helicopter program signed to answer a requirement for a fiveto seven-ton capacity cargo or troop-carry-(Concluded on Page 22)

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This is the story of American Shippers, Inc., an air freight forwarding company smart enough to know that . . .

Air Speed Is Half the Story

By RICHARD MALKIN

Is the heydey of the immediate postwar period which brought with it the blossoming of a new entity in air cargo transportation — the air freight forwarder—the new-born indirect air carrier was distinguished by two not unusual symptoms for a fledgeling industry: (1) the usual quota of fly-by-nights who thought they could muddle through on a few bucks and gall alone; and (2) a vast ignorance of the "product" they presumed to sell.

During the inevitable shakedown period, the wobbly fringe dropped off and the industry was strengthened by a smaller though solidly professional group of air freight forwarders. Among this group was American Shippers, Inc., an organization which at the tender age of 10—it was organized in 1946—may be considered an oldtimer.

Generally speaking, the success of American Shippers stems from its executives' realization that as a connecting link between shipper and direct carrier, it will rise or fall with the quality of sales and ultimate service performed. It's hardly enough to promise the shipper that his freight will be loaded into a 300-mile-an-hour plane. What happens on the ground between pickup at origin and door delivery at

destination forms the rest of the story.

This realization has not remained academic. Al Krause, president of the Los Angeles-headquartered company, has translated it into terms of mechanization—from a smooth-running web of conveyors to a fleet of motor trucks.

Inasmuch as the speed of air transport is taken for granted, there is a concentrated effort to develop ways and means of generating enough ground speed to dovetail the two. Now, ground speed is not only the application of muscle aided and abetted by materialshandling equipment: there's the all-important element of brainwork and



INTERIOR of the company's West Coast facility, showing how vast conveyor system helps speed up pre-flight handling of air shipments. Suspended placards indicate different destinations of freight deposited directly beneath them.

PAGE 16-AIR TRANSPORTATION-Air Commerce



Al Krause



EXTERIOR of American Shippers' headquarters in Los Angeles.

administrative ability, the results of which do not become apparent until the last unit of a complicated shipping operation falls into place.

Take, for example, the almost impossible distribution task which American Shippers, through its vice president sales, Gerow F. Miles, set up for Shell Oil. It not only accomplished a letterperfect job, but today its executives point to it with understandable pride and use it as an object lesson for other shippers still obstinately tied to total reliance on surface transportation.

TCP was Shell's new premium gas, and it was determined to introduce it to the motorists of America on a certain specific day. Whether it was the pressure of competition is not known at this juncture; nevertheless, the inaugural day for TCP was set uncomfortably

close. The problem was thrown into Jerry Miles' lap: How to distribute promotional materials to 17.859 gas stations in every part of the United States so that each one could break out with stringed pennants and eyecatching whirling disks (to be fixed to the tops of the gas pumps) on the very same day that newspapers, radios, and television receivers blared forth the news of TCP? It called for a fault-lessly planned operation; for an absence of errors in an integrated distribution job involving every airline in the United States.

The operation called for some imaginative handling. In order to supply gas station operators in the hinterlands, even buses were pressed into the job of hauling the airfreighted merchandise from the airport to the consignee. Total weight of the thousands of small shipments was in the neighborhood of 160,000 pounds, not including the newspaper mats and filmed TV commercials which American Shippers also handled at the same time.

TCP burst forth on the four-wheeled public on the scheduled date and another job passed into company history.

Founding father of American Shippers was Louis R. Kurtin, its first president. Operating out of a small office in Los Angeles, the firm concentrated on consolidating shipments from various manufacturers of California fashions for airfreighting to single store distinations—a device which won a respectable number of adherents in the East whose freight costs (remember, the consignee pays the shipping charges in most cases) were substan-



Jerry Miles



CONVEYOR BELT SYSTEM moves freight out to loading dock.

tially reduced as a direct result of having the different consignments grouped into a single shipment.

Krause, a hard-hitting young Marine veteran with a consuming interest in air freight's future, joined the budding firm's traffic department the year following its organization. A year later Kurtin appointed him traffic manager, and in 1951 he was elevated to the office of vice president in charge of operations and sales. In 1953, when Kurtin assumed Air Shippers' board chairmanship, Krause completed the span by taking over the presidency.

The years in between were hectic. characterized by a dogged determination to strike pay dirt in an idea. Development of wearing-apparel consolidations was fine, but the area of commodity potential was infinitely wider. Moreover, the company, still in its swaddling clothes, perceived a bonanza in the small-package business if it played its cards right. How that new concept worked out is underscored by Air Shippers' testimony before the Civil Aeronautics Board: it has placed more package units aboard domestic airliners than any other freight forwarder or airline cargo department. Revenue-wise, it ranks second among the domestic air freight forwarders. According to a study made by the company, its average shipment weighs 15 pounds, costing the firm 67¢ to handle -a cost, it is claimed, considerably lower than that of the airlines.

Shipments of fabrics and wearing apparel, which at one time accounted for virtually 100% of American Shippers' income, now comprise some 30% of the total—this in spite of the fact that its clients in that industry, including most of the country's leading chain and department stores, have risen into the hundreds and still represent the firm's leading commodity. On this score, Krause said:

"American Shippers has a very low rate on its New York-to-Los Angeles movement. We handle thousands of pounds of fabrics and piece goods daily, consigned to the Southern California wearing-apparel manufacturers who receive this merchandise overnight and at rates comparable to what they formerly paid for surface transportation. It is no secret that if American Shippers and a few other forwarders did not offer such low rates, these shipments would still be moving by rail, truck, and even parcel post. The airlines would have been deprived of all this revenue-producing cargo."

While, as indicated above, shipments to and from manufacturers of wearing apparel have remained the company's most important single commodity even though it has dropped percentagewise as a revenue-producer, it is not expected to stay on top much longer. According to Jerry Miles, shipments of advertising materials, including TV commercials, currently American Shippers' No. 2 commodity, are expected to displace wearing apparel from the No. 1 spot.

"This should come about by the end of 1956." Miles predicted.

Aircraft components comprise the firm's third most important commodity.

What has prompted the skyrocketing traffic of advertising materials? A good part of it is obvious. Advertising agencies normally work against deadlines, and what is a more effective guarantee of getting in under the deadline than air delivery? Mats, plates, layouts, artwork, filmed commercials have to make schedules. Lever Brothers' decision to rely on air cargo is another example.

Monthly Distribution

Approximately once a month, Lever has the problem of distributing sample products and related advertising materials to its 300 traveling representatives and office-based district sales managers. This problem has been transferred to American Shippers which has worked out a smooth-running continual operation. Multiply operations such as this one several score or more, and it is easy to figure out why Miles confidently anticipates the advertising industry's becoming American Shippers' best customer.

Miles, a wartime NATS pilot on both the Atlantic and Pacific runs, came to American Shippers via the all-freight airlines. His wartime friendship with several AVG flyers brought him after the war to National Skyways Freight Corporation, predecessor company of the Flying Tiger Line. From Tiger he drifted to Slick Airways, heading up its Eastern Division for four years. Then, a little more than three years ago, he transferred his executive knowhow from Slick to the indirect air carrier.

Right-hand man to Miles is Sidney Kreps, who serves as Eastern regional manager. An industry pioneer as well, Kreps in the early days after the war was a partner in another airfreight forwarding organization. Kreps' opposite number on the West Coast is Robert Rex.

The firm is pointedly free from the expensive bogey of personnel turnover. A liberal and progressive profit-sharing program has had its desired effect on personnel initiative and kept resignations at an extremely low-minimum.

Krause, of course, keeps on top of everything, shuttling back and forth

from coast to coast, dropping in on accounts along the way. There is trust in the maxim that salesmanship wins the account and service keeps him. Back in the days when he was still vice president, Krause decided to go beyond the normal services of pickup, delivery, and transfer. He set up a Customer Service Department which handles inquiries, routing, tracers, and claims. Teletype and direct-wire services help to streamline this phase of the operation.

Reducing ground-handling time is a keynote that is constantly harped on, for bottlenecks on the ground often strip air cargo transportation of all or most of its inherent values-and this is about the best way to reconvert a shipper to pre-air methods of merchandise movement. American Shippers' Los Angeles terminal is an excellent model of an idea well carried out. An \$8,000 electric conveyor belt system extends along the dock outside the terminal, continuing into the warehouse, and running the full length of the structure. Aside from the significant fact that it does exactly what it is supposed to do-speed the handling of freight for dispatch to the airportthe conveyor system saves the Los Angeles terminal alone more than 300 man-hours per week.

The assembly of shipments from numerous different sources consigned to one purchaser has become an important function of the forwarding firm. Not only does this procedure benefit the consignee from the the dollar-andcents point of view as well as from an assurance of on-time supply, but he has learned to rely on American Shippers to provide what may aptly be called short-term warehousing facilities until assembly of all the small shipments has been completed. Among the firms currently reaping the advantages of American Shippers' assembly service are Helipot Corporation, South Pasadena, California; Republic Aviation Corporation, Farmingdale, New York; Grumman Aircraft Engineering Corporation. Bethpage, New York: McDonnell Aircraft Corporation. St. Louis, Missouri; Kaiser Metal Products, Bristol, Pennsylvania; Canadair. Montreal, Canada; Glenn L. Martin Company. Baltimore, Maryland; Buick-Oldsmobile-Pontiac Division, General Motors Corporation, Kansas City, Missouri; and Bendix Aviation Corporation, of the latter city.

The passage of years and the steadily growing sales volume of the company have created an aura of harmony between the air carriers and itself. Krause insists on maintaining the harmonious climate through a sincere ef-

(Concluded on Page 21)

Freight Charges and The Industrial Traffic Manager

By D. B. BARRETT

Traffic Director, Buick-Oldsmobile-Pontiac Assembly Division General Motors Corporation

As JUST ONE of those "hard-headed and tight-fisted" industrial traffic people, I hope to watch with interest, and promote if possible, the advancement of air freight transportation.

Although in some quarters it was expected that air cargo would grow considerably more than it has, we cannot be very critical of a twentyfold expansion in the past 10 years. This was the first 10 years of the industry as such and there were severe shortages of aircraft; those which were available were rebuilt or adapted from passenger types. Although improvements have been made, the industry is still using the converted type originally designed for passenger service. The military services have been the developers of new aircraft types which primarily have been designed for their purposes, such purposes now include large volume freight handling.

Aircraft

It is expected that in the near future military-designed aircraft will be even more adaptable to commercial freight service because of the increasing interest in freight needs of the military and because of larger aircraft and improved power plants. Jet-powered freight aircraft are not far away from commercial service. In addition, high capacity helicopters may soon be available for feeder-line operations. These developments should properly be integrated between the civilian and military factors not only to produce the lowest cost facilities and operations, but so that our national defense and commercial activities can be closely coordinated.

Looking at total freight possibilities through air cargo glasses, there appear to be three general types of shipments. One is the emergency shipment which must move in the fastest possible manner regardless of cost and via any medium capable of doing the job. Such shipments will probably always move by air, size and weight permitting. Another type is the low-cost, high-volume shipment, such as coal or ore, which



D. B. Barrett

will probably not move by air for a long, long time, if ever,

Between these two lies the broad field of endeavor for air cargo. The emergency shipments do not provide proper nourishment for normal or improved growth, the bulk shipments can hardly be hoped for; therefore, what is needed to promote a spiraling growth is a steady flow of materials which can be moved economically by air as a regular practice.

The economic part of this steady flow is highly important. I believe that all industrial traffic managers are born with a dread of having to pay any premium for transporting any shipment except in times of emergency—and we try to control emergencies as best we can. Total costs should be considered. Such costs as warehouses, inventories, material handling, packing and desired speed must be considered in connection with the direct cost of air cargo. With these costs to compare with total costs of other media, some areas of choice are presented to the traffic manager.

The scheduling of high-volume production is a complicated job which involves transportation more so today than ever before. This is evident in the increasing number of times transport is required from sources of material to delivery of finished products, and also in the required closer gearing of transportation to production and distribution cycles. Thus, a complete understanding of transportation—with the tangent factors—is required to determine the actual economics of air cargo or its potential use in any particular situation.

Reversed Trend

From the inception of commercial air cargo until a couple of years ago, the trend of costs of operation and resultant freight charges was downward. This trend was not in accordance with the general transportation pattern. The unusual air cargo trend apparently was the result of the many effected improvements usually possible in a new industry. Recently, however, these costs and freight charges have started to rise in a manner similar to the costs and charges for other modes of transportation. This could well indicate that air cargo has now reached its economic level relative to the other media of transport. It would seem that this relationship will continue unless further

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areas for drastic improvement are developed. This, to me, is the challenge to air transport. Failure to develop marked improvement in the air cargo field can only result in the stagnation of air freight transportation.

A recent statement by one of the larger airlines indicated that in 1954 over 500 million ton-miles of total available lift provided by its fleet of cargo and combination aircraft was unsold, and this represented about three times the volume actually carried. Load factors of the air carriers which I have used in 1954 ranged between 25% and 65%; in 1954, I understand, they were slightly higher. Despite these low load factors in 1954 and the fact that these

carriers serve our plant locations, during this same period I experienced repeatedly a lack of airlift capacity to cover our emergency shipments.

Any part of the unsold or wasted airlift which can be saved will provide benefits to both carriers and shippers. Unsold capacity is costly and produces no revenue. It cannot be stored or salvaged for use on another day.

An airline has recently petitioned the Civil Aeronautics Board to amend the minimum air freight rate order to permit a one-year experiment with socalled "deferred air freight." The service planned would be air cargo service, slower and cheaper than regular air freight or air express, but more expensive and faster than the fastest present surface transportation. It is interesting to note that a 500-pound minimum weight per shipment is proposed, but it is more interesting to note that each shipment must be spread over five consecutive shipping days with not less than 15% nor more than 25% of the total weight transported on any one day. This is an attempt to match scheduled lift capacity with tonnage available from shippers who can schedule shipments over at least a five day period.

Another airline has recently proposed reduced rates based on largevolume shipments. Some of the minimum weights range high enough to prohibit the loading of single shipments on or in one aircraft of the type available today. These approaches are basically the same and are an effort to match lift capacity to tonnage offered with enough advance notice so that schedules can be planned efficiently. It is apparent that these efforts to reduce rates and more fully load aircraft on each trip are in the right direction to provide higher load factors and improved overall revenues.

Another development is the institution of directional rates. Such rates have already added tonnage in the West-to-East and South-to-North directions which normally are less productive than their opposites. Directional rates are restricted as to commodities and because of the lower costs to shippers have developed enough additional air freight business to indicate satisfactorily that lower rates do attract additional tonnage.

Quantity Buyers

To avoid statistics which can be misleading or which might require a great deal of explanation, the position of shippers who purchase large quantities of transportation by air as well as by other media perhaps can be exemplified by our experience. On a per-tonmile basis, air cargo costs us from seven to nine times the average cost of all other media which we use. Admittedly, savings in tangent factors can help reduce overall transportation costs, but with the large volume of freight which we move, even a small percentage increase in our freight cost is extremely important. As of today, therefore, our only air cargo shipments are those of an emergency nature. Aircraft should soon be available to permit reduced air cargo rates, and I believe that in such event the flow of regularly scheduled air freight shipments will increase almost directly as rates are decreased.

AMERICAN SHIPPERS

(Continued from Page 18)

fort to cooperate with the airlines. As a matter of fact, Jerry Miles' airline experience has worked to American Shippers' advantage, bringing with it a knowledge of the airline point of view and a calm understanding of the latter's own problems. While working incessantly to bring his firm's performance to increasingly new highs, American Shippers' president will be among the first to pay tribute to the air carriers.

"American Shippers can go only so far," he said. "We rely on the proven efficiency of the air carriers to perform the actual airport-to-airport transport of the goods. They are doing a tremendous job in making available to the shipping public the best in air equipment."

Any industry veteran knows that the throwing around of bouquets is an infrequent occurence, more nearly a hidden quantity. Recognition of a service in this area is probably best interpreted through the frequent calls Krause and other of his executives receive from airline personnel suggesting that they handle this or that account because "they can't handle our minimum charge" or "we don't serve that city."

Miles has contributed not a little to this rapport. With the completion of each year's business he has submitted to each airline an analysis of the shipments and revenues Air Shippers has produced for it during the past 12 months. The requirement is of his own making, seeking to emphasize that air freight forwarding and airline service combine to pave a two-way street.

Now Krause has his weather eye on the international field. Long ago he had set up an International Department, but the accent has been on domestic air shipping.

"The next few years," he stated. "will prove that today's international

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air shipping is merely an infant beginning in this vast field."

And when that phase has been developed to its full potential, Krause added, "American Shippers will be foremost in leading the way."

Which may be interpreted to mean that Krause and his lieutenants are beginning to gird themselves for a big slice of the overseas business.

CAB

(Continued from Page 10)

fic between Pittsburgh and Atlanta, Mobile, Birmingham, and New Orleans. (2) Turned down the application to add Paducah to its route.

Ozark: Authorized to provide service to Paducah for three-year period ending December 31, 1958.

Riddle: (1) Authorized for a five-year period to haul cargo between the terminal point Boston and Miami, via New York, Philadelphia, Baltimore, Washington, D. C., Richmond, Jacksonville, Palatka, Lakeland, Orlando, Tampa-St. Petersburg,

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TWA: (1) Tulsa and Oklahoma City added to its Route 2. (2) Authorized to operate flights between Washington and Baltimore on the one hand, and Philadelphia and New York on the other, on the flights service Tulsa or Oklahoma City. (3) Certificate on Route 2 amended to include Denver as an intermediate point. TWA is restricted from serving this city on flights serving Kansas City or St. Louis, and limited flights serving Denver on the one hand and Los Angeles, San Francisco, or Oakland on the other, by requiring them to originate or terminate at Chicago or points East.

U. S.: Application for renewal of the temporary all-cargo authorization issued to the airline in 1949 was denied.

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ed by adding Kansas City (Missouri) between the intermediate points Omaha and Des Moines. The airline is restricted from serving Kansas City on flights serving Denver or Chicago.

South Pacific Airlines has been authorized to engage in air transportation between Hawaii and the Society Islands, via Christmas Island, for a five-year period. There will be at least one scheduled round trip per week. SPA also has been authorized to operate irregular and charter flights between any two points bounded in an area by 165 degrees east longitude, 30 degree north latitude, 130 degrees west longitude, and 15 degrees north latitude, including Hawaii, Netherlands New Guinea, Territory of New Guinea, and Papua. British flying boats will be used.

Central Airlines has been granted a new route linking Fort Smith, Arkansas with St. Louis, via the Arkansas cities of Fayetteville and Harrison. There will be two daily round trips.

North Central Airlines has won a permanent certificate covering all its routes with the exception of the recently awarded Chicago-Detroit segment which is being deferred pending a court appeal by an unsuccessful applicant in that route's case. NCA serves 43 cities in six states.

MILITARY AIRCRAFT

(Continued from Page 15)

ing helicopter. It can transport 40 passengers. Another bigger, more powerful helicopter, the YH-16B, is in the offing. Designed to carry 54 passengers, it is expected to be the production version of the Turbo-Transporter.

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- $45\ ^{\rm A}$ well-known international freight forwarding firm is offering an eightinch plastic ruler. Good pocket-size.
- 46 Case histories of bulk packaging are illustrated in a newly issued brochure. Cites specific benefits and economies which have resulted from adopting "king-steed containers."
- 47 Air Express International Corp.'s new memo tariff which lists 50,000 air cargo rates to all world destinations. Reputed to cover a wider range of commodities than any other carrier.
- 48 Ask for Air France's tariff showing reduced specific commodity rates.
- 49 Booklet describing the air freight services jointly offered by KLM Royal Dutch Airlines and American Airlines.
- 50 We recommend this handsome 64page booklet, Picture of an Airline, which gives you the complete story of one of the world's top international air carriers, KLM Royal Dutch Airlines. Wellillustrated

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- 52 How to Get the Most Out of Your Trip, is the title of a series of seven pocket-sized booklets which will tell the traveler how to get the most out of his trip. The booklets cover the countries of Panama, Colombia, Ecuador, Peru, Bolivia, Chile, and Argentina.
- 53 Available to shippers, Seaboard & Western Airlines' North Atlantic Air Freight Tariff Memo.
- 54 Information on Varig's air service to the Caribbean and Brazil.
- 55 Interesting booklet on Fanfold, a new paperboard product for custom packaging. Presents the answer to numerous packaging problems of shippers.
- 56 Here is a new bulletin which specifies the advantages of Raymond's heavy-duty electric Reach Fork Truck.
- 57 Want to know about international air parcel post? Ask for How to Make Your Business World Bigger.
- 50 Attractive, four-color folder describing in detail the new KGA51 series of industrial lift trucks with Yale Torque Transmission.
- 59 New six-page bulletin describing Baker-Raulang's line of battery-powered fork trucks.

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New Items This Month

It is the policy of the editors to retain each Come 'n' Get It item for a period of three months.

The items added this month are numbers 143 to 160 inclusive,

- 60 Here's the first of a series of "fact folders" designed to help in the selection of the right materials handling equipment for specific operations. This one is on Towmotor's new 500 Series of fork lift trucks.
- 61 Wall-size map of the United States in color showing TWA's air cargo routes, including interline points. Inset also shows the airline's overseas routes. Excellent for all shippers.
- 62 Leatherette-bound Memorandum Tariff and Destination Guide of PanMaritime Cargo Service, Inc., containing
 information on documentary requirements
 of various countries as well as a comprehensive schedule of lower-than-airline
 cargo rates to all destinations.
- Want to receive an interesting monthly bulletin devoted to current news of the air charter market? Concise, newsy, and loaded with information for all individuals concerned with the effective transportation of merchandise.
- 133 Quick Reference Air Freight Shipping Guide No. 1 of Airwork Ltd.
- 134 Another in REA's excellent series on air express, this one titled, A Study of Handwriting and Air Express.
- 135 Germany—a calendar of events in that country, covering the period ending April, 1956.
- 136 Shippers will find interest in the Port of New York Authority's new brochure, A New Service for You, which describes the Authority's various services for air shippers.
- 137 The Magic Web—the story of how controlled airways has set a record in safety despite increasing numbers of aircraft in the sky.
- 138 Twelve-page catalog illustrating platform trucks, deliles, and casters. Includes application photos and specifications
- 139 Pan Am's excellent 16-page illusfacts on international air shipping. Recommended to all types of shippers.
- 140 Bulletin on the Power Ox Model a walking-type, battery-powered unit designed to speed the moving and stacking of any type of load that can be carried on a platform.
- 141 Bulletin on a straddle-type tiering truck in 4,000-pound capacity, designed to operate in narrow aisles.
- 142 Japan Air Lines' newly revised and up-to-date Quick Reference Guide for shippers. Features rate information, both general and specific; what the shipper should know about shipping over the Pacific; etc.
- 143 A new four-page folder of interest how to Figure Your Industrial Truck Costs.
- 144 Catalog sheet illustrating and describing Ellwell-Parker's complete line of power industrial trucks.
- 145 Specification sheet of the Hyster TC-truck.
- 146 Shipping to the South Pacific? Ask which also includes pertinent information on shipping by air, destinations, etc. (Continued on Next Page)

147 Descriptive folder on a round steel strapping machine which will tension, tie, and cut round steel strapping in a single operation, with no seals required.

148 The Signode Scal, a helpful publication for those concerned with better packaging, shipping, and handling.

149 Six case studies which show how typical firms, both large and small, have sharply reduced costs of gathering and assembling paper forms with a collating machine.

150 Cleared for Take-Off, a behind-theoperations. Fascinating illustrations.

151 The Development of a Domestic Economy, a 20-page illustrated study of the rise of internal industry in Brazil, the growth of her cities, and the extension of the economy inland.

152 A new brochure describing steel strapping equipment suitable for tying for shipment products weighing up to 100 pounds.

153 Brochure well illustrates two modticularly useful in strapping machines particularly useful in strapping light packages weighing up to 75 pounds.

154 Attractive brochure of particular interest to the small business man who is interested in getting his mail out fast, efficiently, and economically.

155 How accurate are your mailing scales? Here's an effective brochure which describes and illustrates the precision scales of one manufacturer.

156 Descriptive information on the especially designed to reduce the effects of load jar on fragile cargo when moving over rough ground, jumping curbs, etc.

157 Information on the line of Rapistan Wheel and Rapid-Roller gravity conveyors.

158 Complete data on a newly developed aluminum conveyor that handles materials heavier than its own weight.

159 Latest issue of Handling Materials Illustrated, which features interesting case histories of successful materials handling operations at various types of firms.

160 Air freight tariff of Frank P. Dow Company, Inc., Pacific Coast consolidation firm.

United States Airlines

ASA: Charles J. O'Brien elevated to the post of Panamanian regional sales manager . . . Robert Trefcer named station manager at

Panama.



National: Joseph McGuinness, N e w Jersey sales manager, promoted to N e w York city sales manager . . . William Johnston, New York City sales representative, succeeds Mc-

Guinness in his old post.

Seaboard & Western: Alastair Thomson (ex-BOAC) appointed to the newly created post of commercial manager.

United: James J. Davin named district sales manager in the Pittsburgh area.

Western: Ken Smith appointed director of public relations . . . John M. Bergman named new bureau manager.

Foreign Airlines

Air France: Vincent O'Connell appointed Eastern District passenger sales manager.

BOAC: Lord Rennell of Rodd succeeds Whitney Straight as deputy chairman . . . A. Leslie Valder, Washington District sales manager, appointed sales manager for Scotland . . . R. A. C. Hanson, Pakistan sales manager, fills Valder's old slot . . . Richard Dudley, Chicago manager, goes to Trinidad as sales manager for the Caribbean area, while W. J. Reardon Shepherd, formerly sales manager for South America, moves to Chicago.

Japan: Nobuo Matsumura, director of traffic and sales for the American Region, takes on the additional job of district manager in San Francisco . . . Joe Leonard (ex-TWA and Lufthansa). well-known cargo figure, appointed to Chick Holden's cargo staff in the New York area.

Aircraft & Equipment

Fairchild: Marion Maxfield (ex-Hughes) named assistant director of customer relations.

Minneapolis-Honeywell: C. L. (Chick) Davis, former Air Materiel Command official, appointed manager of planning for the Aeronautical Division.

Pratt & Whitney: David R. Anderson and George F. McDonough elevated to the respective offices of vice president-controller and vice president-industrial relations.

Materials Handling

Howe Scale: Edmund L. Fitch appointed sales promotion manager.

Yale & Towne: Paul R. Minich named general sales manager of the Materials Handling Division . . . John A. Baldinger named general manager of the Materials Handling Division . . . Roy L. Wolter returns to the Automatic Transportation Company Division as general manager . . .

Charles T. Schwarz appointed Chicago Branch sales manager.

Organizations

Air Transport Association: Frederick Davis appointed director of the Air Traffic Conference Enforcement Office.

Aviation Distributors & Manufacturers Association: New officers include R. S. Northington, president; J. Turner Moore and Francis L. Hine, vice presidents; and E. M. Eickmann, Paul A. Kennedy, George E. Tucker, and E. C. Zug, directors.

Conveyor Equipment Manufacturers Association: E. E. Boberg succeeds Jervis C. Webb as president. Other officers: J. H. Walker, vice president; Adrian W. Rich, treasurer; H. E. Murken, secretary; R. Y. MacIntyre and F. J. Shude, directors. R. C. Collenberger was reelected executive vice president.

United States Airlines

Flying Tiger Line: An October total of 6,301,635 freight ton-miles represented a gain of 92% over the same month in



1954, and 25% above the September figure. For the firs 10 months of 1955, a total of 47,997,435 ton-miles was flown, in contrast to the 30,574,475 ton-mile figure for the January-October, 1954 period.

Pan American: With 736,912 pounds

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PAGE 24—AIR TRANSPORTATION—Air Commerce

HIPPING * AIR

RATES (See Note)

100 Lb. (6 Lbs.) Per Lh der 100 Per Lb 100 Lb Depart

(Un-Lbs.)

Destination

International Airline Cargo Rates

(including U. S. possessions and territories)

Air cargo rates quoted in this section refer only to points aerved direct by carriers, or by transhipment aboard aircraft of the same company. Interline aercements among most carriers enable shippers to route their cargoes via connecting airlines to nearly every part of the world. Rates are based on prevailing tariffs, airport to airport (see note). Shippers are warned, however, that these rates are subject to change.

AIRPORT SYMBO	

ACG - Anchorage BAL - Baltimore BGR - Bangor, Me. BUJ - Beaumont, Tex. BOS - Boston BRO - Brwmsville, Tex. BTV - Eurlington, Vt. CH3 - Charleston, S. C. CH4 - Chiego CVG - Cincinnati CRP - Corpus Christi, Tex. CRB - Cut Bank, Mont. DAL - Dallas DEN - Denver YIP - Detroit DEN - Denver YIP - Detroit DLH - Daluth ELD - El Dorado, Ark. ELP - El Paso EVV - Evansville, Ind. FYWA - Fort Wayne, Ind. FYWA - Fort Sanglelphia BIL - Hartford HAV - Havana HOT - Hot Springs, Ark. HOU - Houston HNL - Honolulu IND - Indianapolis JAN - Jackson, Miss. JAX - Jackson Miss	AIRPORT	SAMBOLZ
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MKC - Kanesa City, Mo. TPA - Tampa KIN - Kingston, Jam. HUF - Terre Haute, Ind. TOL - Toledo, Ohio LIT - Little Rock, Ark. LAX - Los Angeles YR - Vancouver B. C. TPA - Tampa TPA		GEG-Spokane, Wash.
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LIT—Little Rock, Ark. YTO—Toronto Ont. LAX—Los Angeles YVR—Vancouver B. C.		
LAX-Los Angeles YVR-Vancouver B. C.		TOL-Toledo, Ohio
LAX—Los Angeles YVR—Vancouver B. C. MEM—Memphis DCA—Washington D. C	LIT-Little Rock, Ark.	
MEM-Memphia DCA-Washington D. C	LAX—Los Angeles	YVH-Vancouver B. C.
	MEM-Memphia	DUA-Washington D. C

- E—Eastern Air Lines
 EL—El Al (Israel Airlines)
 I—Icelandie Airlines
 IB—Iberia Air Lines of Spain

- I Icelandie Airlines
 IB Iberia Air Lines of Spain
 J—Japan Airlines
 K—KLM Royal Dutch Airlines
 LI—Luinee Aeree Italiane (Italian Airlines)
 LU—Luithusas German Airlines
 LV—Lineas Aeropostal Venezolana
 N—National Airlines
 NE—Northeast Airlines
 NE—Northeast Airlines
 NE—Northeast Airlines
 P—Pan American World Airways and Panagra
 Q—Qantas Empire Airways
 R—Riddle Airlines
 RO—Ransa Empire Airways
 R—Riddle Airlines
 S—Seabena Belgian Airlines
 S—Seabonad & Western Airlines
 SM—Seabonad & Western Airlines
 T—Trans-Canada Air Lines
 T—Transocean Air Lines
 T—Transocean Air Lines
 T—Trans World Airlines
 U—United Air Lines
 T—Trans World Airlines
 U—United Air Jines
 V—VARIG Airlines
 W—Western Air Lines

SPECIAL NOTES

- AF: Valuation charge is applicable only on shipments equa to or more than \$7.48 per pound.
- L: Shipments of less than 22 lbs. are sent air express. T: More economical rates are offered for bulk cargo. There is a basic rate for cargoes 25 pounds and less, between 25 pounds and 100 pounds, and over 100 pounds. Consult the airline direct.
- TC: Cheaper "deferred" rate available. Contact airline

RATE SYMBOLS

- * This involves onward carriage by another airline.

 * Per \$100 (Canadian Currency) value, pro-rata.

 \$ Minimum charge for this shipment is that for 25 lbs.

 * Rate of 25 lbs. or less.

 * Minimum weight 50 lbs.

 Per hundredweight.

 † Minimum charge per shipment \$3.00.

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Athens Cout diagrams Auckland, N. Z	MSY P HOU P BRO P LAX P BRO P LAX P BRO B CCRP B HOU B LAX P HOU B LAX P LRD B MIA B MSY TA IDL AF F YML AF IDL AF YML AF IDL AF YML AF IDL AF T IDL BO T MBO YML BO T IDL BO T MBO YML BO T IDL BO T T IDL BO T T T T T T T T T T T T T T T T T T T	1 599 1 611 1 1 2 2 0 4 4 2 2 0 4 4 2 1 1 2 2 0 4 4 2 1 1 2 2 2 3 4 4 8 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4	2 40 2 15 2 13 2 20 2 13 2 15 2 15 2 15 2 15 1 72 1 55 1 62 1 53 1 63 3 3 3 3 3 3 3 4 4 4 3 3 3 4 4 4 4 6 4 6 4 6 4 6 4 6 4 6 4 6 4 6 4	40 300 400 400 400 400 400 400 400 400 4	M.Th Su.T.F Su.T.F Su.T.F M.T.F M.T.F M.T.F M.T.F M.T.F M.W.F Su Th.Sa Dly Dly Th.Sa M.W.F Su,T.W Sa W.Sa W.Sa W.Sa Su.T.F Dly W.Sa Th.F Dly Su.M.Sa Su.T.T.Sa Th Sa W.Sa Sa S	Bare-lona (Cont d) Barranca, Bermeja, Col. Barranquilla, Col. Basankusu, Belgian Congo Basle, Switzerland Basta, Corsica Batouri, F. E. A. Bayamo, Cuba Beirut, Lebanou	IDL P BOS P IDL SR IDL, SR IDL, SS IDL, SS IDL, SS IDL, SS IDL, BO YML BO BOS BO IDL, KY YIP DC MEMDC MSY DC HOU DC MSY DC HOU DC MSY DC HOU DC MSY DC HOU P MSY P HOU P MSY P HOU P MSY P HOU P HOW P HOU P	1 27 1 25 1 27 1 27 1 27 1 27 1 27 1 27 1 25 1 27 1 25 1 27 1 25 52 2 49 45 64 64 66 63 3 3 49 49 48 48 48 48 48 48 48 48 48 48 48 48 48	1 32 1 28 1 32 1 28 1 30 1 26 1 32 65 59	30	T.Sa T.Sa T.Sa T.Sa T.Sa T.Sa T.Sa M.F Dly ex. M.W M.F M.W Dly Th.Sa F.Sa,Su,T Dly	Beliast, N. Ireland Bernet, Brazil Berberati, F.E.A. Berperati, F.E.A. Bermuda Bermuda Bermuda Bermuda Birmingham, England Birmingh	ILOU P BROY P LAX P IDL AL MIA BZ IDL BO YML BO BOS BO IDL SR IDL SR IDL SR IDL BO YML BO IDL SR IDL BO IDL BO IDL BO IDL SR IDL	25 20 25 20 21 24 1 20 1 22 1 24 1 06 1 08 1 09 2 07 2 15 1 25 2 09 2 07 2 15 1 25 2 17 2 17 2 17 2 17 2 17 2 17 2 17 2 17	86 97 1 56 6 1 55 5 1 62 2 1 1 5 5 1 62 2 1 1 5 5 1 62 1 1 5 5 1 62 1 5 5 5 5 5 5 5 5 5	25 25 25 25 25 40 40 40	Sia

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Destination	Airport and Airline	Per Lb. (Under 100 Lbs.)	Per Lb. (Over 100 Lbs.)	Per \$100 Value	Depart	Destination	Airport and Airline	Per Lb. (Under 100 Lbs.)	Per Lb. (Over 100 Lbs.)	Per \$100 Value	Depart	Destination	Airport and Airline	Per Lb. (Under 100 Lbs.)	Per Lb. (Over 100 Lbs.)	Per \$100 Value	Depart
Bounte, Bel, Congo Bozota, Colombia. Bombay, India. Bombay, F. W. A. Bomar, F. E. A. Brazzaville, Fr. Eq. Af. Brazzaville, Fr. Eq	MEY P IDL AY MIA AV PIE AS IDL BO WMIA AV PIE AS IDL BO BOS BO CHI TW MKC TW LLAX TW IDL SR MIA K IDL AF BOS AF CHI AF YML BO IDL AF BOS AF CHI AF YML AF IDL BO BOS BO YML BO IDL AF BOS AF CHI AF YML AF IDL BO BOS BO YML BO IDL AF BOS AF CHI AF YML AF IDL SS IDL AF BOS AF CHI AF YML AF IDL BO BOS BO YML BO IDL SS IDL BO BOS BO YML BO IDL SS ID	1 204 494 495 495 495 495 495 495 495 495 49	98 1 97 99 99 99 99 99 99 99 99 99 99 99 99	40 20 1 1 1 2 3 2 3 2 5 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	W.Sa T.Sa Sa Dly M.W.Sa M.Th.Sa Sa M.Th.Sa Sa Dly Dly Sa W.Sa W.Sa W.Sa W.Sa Dly except M Dly M.W.Sa Dly Su,W.Sa M.F Su,W.Sa M.F	C. del Carmen, Mexico Ciudad Trujillo, DR. a a a Cochabamba, Bolivia a Cologne, Germany	MIA P IDL AV MIA AV MIA AV MIA AV MIA AV MIA AV MIA P HOU P HOU P LAX P MIA P MSY P HOU P LAX P HOU P LAX P HOU P	54 64 64 64 64 64 64 64 64 64 64 64 64 64	1 32 1 30 1 2 32 1 30 1 2 32 1 30 1 2 32 1 30 1 2 32 1 30 1 2 32 1 30 1 2 32 1 30 1 30	400 400 400 400 400 400 400 400 400 400	Diy Su, T, Th, Sa Diy N, T, Th, Sa Diy Su, Th M, T, Th, Sa Su, Th Su UTh Su UTh Su UTh Su UTh Su W, Th Su W, Th Su W, Th Su W, Th Su W, Sa UT Su UDly M, W, Sa W, Sa UN Su W, Sa	Cologne (Cont'd) Colombo, Ceylon Conakry, Fr. W. Af. Coneepeion, Bolivia Copenhagen, Den. Copenhag	BOS AF CHI AF YML AF	1. 21 1. 19 2. 25 2.	91 90 91 1 93 31 1 194 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	40 30 6 25 6 40 40 40 40 40 40 40 40 40 40 40 40 40	W.Sa W.Sa Su.T.Th.Sa M Sa W.Sa W.Sa W.Sa W.Sa W.Sa Dly Su.T.W.Th.Sa Dly Su.T.W.Th.Sa Dly Su.T.W.Th.Sa Dly Su.T.Th.F Su.T.Th Sa.M.W Dly Su.T.Th.F Su.T.Th W.Sa Su.Th T.Sa Dly W.Sa Su.Th M.W.F T.Th Su.T.Th M.W.F T.Th Su.T.Th M.W.F T.Th Su.T.Th M.W.F T.Th Su Su.Th M.F T.Th Su Su.Th M.F T.Th Su Su.Th M.W.F T.Th Su Su.Th M.W.F T.Th Su Su Su.Th T.Th M.W.F T.Th Su

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Destination	Airport and Airline	Per Lb. (Un-	Por Lb. (Over 100 Lbs.)	Por \$100 Value	Depart	Destination	Airport and Airline	Per Lb. (Under 100 Lbs.)	Per Lb. (Over 100 Lbs.)	Per \$100 Value	Depart	Destination	Airport and Airline	Per Lb. (Un- der 100 Lbs.)	Per Lb. (Over 100 Lbs.)	Per \$100 Value	Depart
Leopoldville, Belgian Congo a c c c c Alb., Carada Libenge, Bel. Con. Libreville, F.E.A. a Lima, Peru a	IDL P BOS P IDL S YML BO IDL BO BOS BOS IDL K IDL T CTB W IDL S IDL AF BOS AF YML AF YML AF MIA P MSY P HOU P BRO P	2 09 2 07 2 09 2 05 2 07 2 07 2 07 2 30 2 30 2 09 2 05 2 07 2 18 2 05 2 09 2 05 2 07 2 18 2 09 2 05 2 07 2 07 2 07 2 07 2 07 2 07 2 07 2 07	1 51 1 56 1 53 1 56 1 55 1 55 1 52 047 047 1 72 1 56 1 55 1 55 1 55 1 55 1 55 1 55 1 55	40 40 40 25 25 25 25 10 10 25 40 40 40 30 30 30 30	Su,Th Su,Th Su,T,W,Th,Sa T,Sa Dly Dly Th M,W,F Sa W,Sa W,Sa Dly except W Dly except W	London (Cont'd) London, Ont., Canada Lourence Marques (Mozambique) Luanda, Angola	BOS BO IDL SS LAX SS IDL AF BOS AF CHI AF YML AF IDL K YML K YML T IDL IB IDL SR IDL T IDL BO BOS BO YML BO IDL S IDL AF	1 08 1 10 1 37 1 10 1 08 1 16 1 10 1 06 1 10 0 1 10 0 1 10 2 09 2 07 2 05 2 23 2 09	81 83 1 08 83 81 88 79 83 79 80 83 83 5 40 1 56 1 55 1 53 1 67	30	Th.Sa Dly M.W.Sa Six Dly Sa W.Sa W.Sa Dly Ss, Dly Su,W.Sa Dly Dly Dly Dly Dly Dly Dly Dly Dly	Managua (Cont'd) Managas, Brazil Manachester, England	BRO P MSY TA MEX TA MIA TN IDL P MIA P HOU P BRO P LAX P IDL SS IDL AF BOS AF VML AF YML AF YML AF	39 38 25 30 1 44 1 24 1 48 1 54 1 79 1 07 1 33 1 07 1 05 1 12 0 07 1 07	30 20 16 19 1 44 1 24 1 48 1 62 1 54 1 79 80 1 05 80 78 85 77 80 80	20 15 40 40 40 40 40 40 40 40 30 30 30 25	Dly evecpt S Dly M thru Sa T.F Su, W.F Th.Sa F T.Th T.Th W.F Dly M.W.Sa
a a a a a a a a a a a a a a a a a a a	LAX P MIA B HOU B LRD B SAT B BRO B CRP B DAL B FTW B IDL LV MIA LV MIA TN IDL K YML K	1 09 87 96 1 03 99 96 96 99 97 87 65 1 34	65 72 77 74 72 72 74 74 73 66 50 1 01	30 30 30 30 30 30 30 30 20	Dly except Su M.W.F Dly Su.M.Sa Su.M.Sa Su.M.Sa Su.M.Sa Su.M.Sa Su.M.Sa Su.M.Sa Dly except W	Lulua, Sweden Luluabourg, Belgian Congo Lusaka, Northern Rhodesia Luxembourg. Luxembourg Lydda, Israel (Sec 7	BOS AF CHI AF YMI AF YMI AF YMI BO BOS BO BOS BO YMI BO IDL S	2 07 2 15 2 05 1 37 2 29 2 09 2 07 1 18 1 21	1 55 1 62 1 53 1 02 1 72 1 56 1 55 89 91	40 40 40 25 40 .25 25 25	Sa W.Sa W.Sa M T.Th,F.Sa,Su Dly Dly T,W,Th	Manila, Philippines	IDL BO BOS BO VML BO LAX P SFO P PDX P SEA P IDL P BOS P CHI NW CLE NW YIP NW IDL NW IDL NW	1 07 1 05 1 03 2 50 2 50 2 50 2 50 3 27 3 25 2 69 2 69 2 70 2 74 2 68	80 78 77 1 88 1 88 1 88 2 46 2 44 2 01 2 02 2 02 2 02 2 05 2 01	25 25 40 40 40 40 40 40 40 40 40 40 40 40	Dfy Dly M.Th.Sa M.Th.Sa M.Th.Sa M.T.W.F M.T.W.F Su.T.Th Su.T.Th Su.T.Th Su.T.Th
Lisala, Belg, Congo Lisbon, Portugal	IDL BO YML BO BOS BO IDL SR IDL S IDL SP IDL SR IDL IB IDL BO BOS BO YML BO	1 30 1 34 1 36 1 32 1 34 2 20 1 12 1 10 1 12 1 10 1 08	1 01 98 99 1 01 1 65 84 83 84 84 84 84 84 84 84 84	20 20 40 40 30 30 30 40 20 20 20	Dly ex. M.W Th.Sa Th.Sa T.Sa T.Sa T.Sa T.Sa T.M.W.F Dly Th.Sa M.W.F	Madras, India Madrid, Spain	IDL P MIA P MSY P HOU P BRO P LAX P IDL BO BOS BO IDL BO MIA BO BOS BO IDL B IDL AF	1 52 1 26 1 51 1 64 1 56 1 86 1 52 2 56 2 55 1 22 1 34 1 21 1 23 1 22	1 52 1 26 1 51 1 64 1 56 1 52 1 92 1 92 1 02 92 92 92	40 40 40 40 40 20 25 25 20 20 40 40	W.F T.Th T.Th Su.T.Th T.Th M.W.F W.Sa Dly Dly Dly W.Sa Th.Sa M.W.F M.W.F M.W.F	Manazales. Colombia Manono, Belgian	MSP NW PDX NW SEA NW IDL AF BOS AF CHI AF IDL SS IDL AV MIA AV BRO P HOU P MSY P IDL S	2 64 2 49 2 49 3 27 3 25 3 33 3 27 64 54 63 60 2 22	1 98 1 87 1 87 2 47 2 44 2 51 2 42 2 45 48 41 48 48 45 1 66	40 40 40 40 40 40 15 .15	Su, T, Th Su, T, Th Su, T, Th Su, Sa, Sa, W, Sa, W, Sa, W, Sa, T, Th Dly M, Th, Su, M, T, W, F M, Th, Su, W, T, Th, Su, W, T, Th, Su, W, T, Th, Su,
Liverpool, England	IDL. AF BOS AF CHI AF YML AF IDL. SS LAX SS IDL. TW BOS TW CHI TW MKC TW LAX TW IDL. K YML K YML K IDL. BO BOS BO YML BO IDL. BO	1 12 1 10 1 17 1 08 1 12 1 38 1 12 1 12 1 13 1 17 1 25 1 38 1 12 1 08 1 10 1 07 1 03 2 09	83 89 81 84 1 09 84 83 86 89 95 1 09 84 81 80 78 78 78 78	30 30 30 40 40 30 30 30 40 40 22 22 20 20	F W.Sa W.Sa M.T.Th, F M.Th Su, T.Th, F.Sa Su, T.Th, F.Sa Su, T.Th, F.Sa Su, T.Th, F.Sa M.W.Th, F.Sa M.W.Th, F.Sa Dly ex. T.W W.F.Sa Dly Dly Dly Dly Dly		BOS AF CHI AF CHI AF TYML AF IDL TW BOS TW PHIL TW HEL TW LAX TW IDL K IDL S IDL SS IDL SR IDL P BOS P	1 21 1 28 1 18 1 22 1 21 1 28 1 24 1 36 1 50 1 22 1 18 1 22 1 49 1 22 1 22 1 23 1 21	91 98 89 92 91 98 94 1 03 1 17 92 92 1 17 92 92	40 40 30 40 40 40 40 40 20 22 30 40 40 40 40 40 40 40 40 40 40 40 40 40	Sa W.Sa W.Sa Su,T.Th,F.Sa Su,T.Th,F.Sa Su,T.Th,F.Sa Su,T.Th,F.Sa M.W.Th,F.Sa M.W.Th,F.Sa W.Sa T Dly M.W.W.W.W.W.W.Th	Cougo Manta, Ecuador Manzanila, Cuba Maracuibo, Venezuela	MIA P MSY P HOU P BRO P LAX P MIA P HOU P BRO P HOU P BRO P LAX P MIA K YML K	65 72 74 74 74 87 14 40 50 45 48 62 40 55 54	49 54 56 56 56 09 30 38 34 36 36 47 30 42 30	30 30 30 30 40 10 20 20 20 20 20 20 21 57 22 15	T T M M Su Diy Diy Diy Diy except V Diy except S F M M.Th
S. Rhodesia	YML BO BOS BO IDL AF BOS AF CHI AF YML AF IDL AF BOS AF IDL TW BOS TW CHI TW BOT TW THE TW	2 05 2 07 2 09 2 07 2 15 2 05 1 78 1 10 1 10 1 10 1 16 1 16	1 53 1 55 1 56 1 55 1 62 1 53 1 33 1 32 83 81 83	40 40 40 40 40 40 30 30 30 30 30 30 30	Th,Sa M Sa W,Sa W,Sa F F Dly Dly M,W,F 16 Wkly M,W,F	Megangue, Colombia "" " " " " " " " " " " " " " " " " " "	LAX P MIA P BRO P HOU P LAX P MSY P IDL AV MIA AV IDL SS LAX SS IDL SR IDL BO BOS BO	1 .50 48 56 56 70 53 58 47 1 27 1 .53 1 27 1 27 1 25	1 1N 36 43 43 53 40 57 35 95 1 21 95 95	43 15 40 40 25 25	W.Th Dly M.Th,Sa Su,W Su,T.Th Su,W Dly M.T,W,F,Su Dly M,W,Sa Dly ex. M,W Dly	Maroua, F.E.A. Marseilles, France Martinique, Fr. W. Ind. Matadi, Belgian	IDL LV IDL AF BOS AF CHI AF YML AF IDL AF BOS AF CHI AF YML AF IDL BO MIA BO IDL S	50 2 09 2 07 2 15 2 05 1 25 1 23 1 31 1 22 39 39 32 2 18	38 1 56 1 55 1 62 1 53 94 93 99 91 29 24 1 63	40 40 40 40 40 40 40 40 40	Dly except M M.F Sa W.Sa W.Sa W.Sa W.Sa W.Sa Su,T.Th
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			(See	Note)						RATES ee Note	9)				(\$	RATES ee Note	9)	
Destination	Airport and Airline	Per Lb. (Un-	8 3	100 Lbs.)	Value	Depart	Destination	Airport and Airline	Per Lb. (Under 100 Lbs.)	Per Lb. (Over 100 Lbs.)	Per \$100 Value	Deport	Destination	Airport and Airline	Per Lb. (Under 100 Lbs.)	Per Lb. (Over 100 Lbs.)	Per \$100 Value	Depart
Mayaguez, P. R.	MIA R	ià.	15 22	12 20		Dly Dly	Monteria, Colombia	IDL AV MIA P	.6i .51	46	15	T,F T,Th,Sa	Nicosia (Cont'd)	YML BO BOS BO	1 62 1 64	1 22 1 23	25	Th.Sa
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	CLE R		28 29	23	10	M.T.W.Th,F	46 6s	LAX AAA SAT AAA	.24	_18 _04	_10 10	Dly Dly	Noumea, New Caledonia	IDL AF BOS AF	3 64 3 62	2.73 2.72 2.79	25 25	F
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	BRO P HOU P		26 29	20 22		M.Th.Sa Dly	Montevideo,	CLE As	1.51	1.13	.10 40	Dly Dly except M	Neuva Gerona (Isle of Pines), Cuba	MIA EA	.14			Dly
Medan, Sumatra	IDL BO) 2	94 2	21		Dly	Uruguay	MIA P MSY P	1.43	1.13	40	T, Th, Sa M, F	Neuva Ocotepeque, Hon.	MSY TA MEX TA	.47	.36	.15	M.W.F T.Th.Sa
	BOS BO IDL K YML K	2	97 2 98 2	23 24 21	25	Th,Sa Dly	66	HOU P BRO P	1 53 1 53	1 15	40	Su.T.Th T.Th	Nuremberg, Germany	IDL K YML K	1 27	96	20	Dly W,Sa
Medellin, Columbia	IDL AV		94 2 61 51	46 39	15	W,Sa Dly M,W,F,Su	66	IDL V	1 51	1 13	20	M.W.F W.Sa		IDL 88 LAX 88	1 54	96	40	Dly M.W.Sa
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de es	BRO P HOU P		60 60	45 45		M.Th.Sa Su.W	Montreal, Que., Canada	IDL T	08	5 00 8 40	10	Dly Dly	86	CHI AF	1 33	1 01	40	W.Sa W.Sa
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	BRO P HOU P		21 24	16 19		M,Th,Sa Dly	66	MIA BO YML BO	.07	.05	.07	Dly	Pala, F.E.A.	BOS AF	2.09	1.56 1.55	40	
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BETROIT: Willow Run Airport, Ypsilanti, Mich., Ypsilanti 2811 2310 Coss Ave., Detroit, Mich., Woodward 1-2775

HOUSTON: Municipal Airport, Milby 6654

LOS ANGELES: Int'l. Airport, 3691 Avian Drive, ORegon 8-4346



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MIAMI: 36th St. Terminal, Int'l. Airport, Miami 65-6565

NEWARK: Building 513, Nework Airport, Mitchell 2-8646

NEW ORLEANS: Moisant Int'l. Airport, Kenner 4-5581

NEW YORK: Idlewild Airport, Cargo Operations Bldg. Ol. 6-5220

PHILADELPHIA: Phialdelphia Int'l Airport, Belgrade 2.8866

SAN FRANCISCO: Terminal Bldg., Int'l. Airport, Plaza 5-7538

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Destination	Airport and Airline	Per Lb. (Un- der 100 Lbs.)	Per Lb. (Over 100 Lbs.)	Per \$100 Value	Depart	Destination	Airport and Airline	Per Lb. (Under 100 Lbs.)	Per Lb. (Over 100 Lbs.)	Per \$100 Value	Depart	Destination	Airport and Airline	Per Lb. (Under 100 Lbs.)	Per Lb. (Over 100 Lbs.)	Per \$100 Value	Depart
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MAILBAG MEMOS

In going through your November issue, we note in the U. S. Equivalents of Foreign Currencies that the East German Ostmark is indicated as having a U. S. equivalent of 45c, while the West German Deutsche Mark is shown at .2385. This would indicate that the Ostmark is more valuable than the Beutsche Mark if we understand the table correctly, and that certainly cannot be the case according to what information we have at the present writing. Will you please let us know if we have a misunderstanding of the table, or whether this is an error.

C. F. DeWitt Vice President-Sales Manager Holt Hardwood Company Oconto, Wisconsin

We checked with a foreign exchange authority. Since 1953, 2.22 East German Marks have been the equivalent of one United States Dollar, or \$5¢ per Ostmark, as indicated in the November issue. At last check, the West German Mark was quoted at 100 for \$23.75, or 23% c each— a fluctuation of 1/10 of 1c. Our author-ity: the Chase Manhattan Bank.—Editor.

The November issue of your magazine is outstanding for the presentation of the Airline Cargo Directory. You have probably done the same thing before, but nevertheless it is a valuable reference

nevertheless it is a valuable reference document.
There is one item that I should like to bring to your attention that you have most likely picked up by this time. On page 43, Differences in Time, is the listing for Azores. I believe an error was made in the final type-setting. It is a small thing, and I'm sure that you will be pleased if that is the only one to show up in such a diverse undertaking.

C. E. Bartlett

C. E. Bartlett Major USAF 1802nd AACS Group Mitchell Air Force Base, New York

There's that Old Debbil Typo again. To set the record straight, the figure should read; 3 hours and 1 minute. Yes, the cor-rection has been entered for the next ed-tion of the Air Shippers' Manual.—Editor.

Let me congratulate you on an excep-tionally well-planned November issue. I think the Air Shippers' Manual was the best one you have put out. I always ind your magazine valuable in my work.

Frank Olsen St. Louis, Missouri

In the article, The British Air Freight Effort (November issue), the Lockheed C-130 is mentioned as a forthcoming com-mercial airfreighter which 'presumably

BOOKS

For the technician concerned with helicopter design, production, inspec-tion, maintenance, or operation, we sug-gest Jacob Shapiro's **Principles of Heli**tion, maintenance, or operation, we sug-gest Jacob Shapiro's **Principles of Heli-copter Engineering** (McGraw-Hill Book Company; 432 pages; \$12.50). Includes all recent advances. Excellent. Another in the Civil Engineering Series Another in the Civil Engineering Series is Fundamentals of Transportation Engineering, by Robert G. Hennes and Martin I. Ekse (McGraw-Hill Book Company; 520 pages; \$8.50). In addition to airport engineering, this comprehensive volume includes roads and pavements, railroad, river and coastal, Technical Aspects of Air Trans-Management covers "the broad speas Technical Aspects of Air Transport Management covers "the broad field of airline management aspects with emphasis on the technical viewpoint." The book is primarily aimed at the airline employee. ASTM standard and tentative specifications, test methods, and definitions of terms pertaining to paper, paper products, and shipping containers are compiled in ASTM Standards on Paper and Paper Products and Shipping Containers (American Society for Testing Materials; 406 pages; \$3.75).

The Utle of David and Marian Green-

The title of David and Marian Green-berg's book tip off its contents: The Shopping Guide to Mexico, Guntemala and the Caribbean (Greenburg, Pun-lisher; 203 pages; \$3.75). This well-planned book which we are happy to planned book which we are happy to recommend also covers Bermuda, Nas-sau and Panama. Here's the second edition of J. Gordon Vaeth's excellent book, 200 Miles Up (Ronald Press Com-pany: 261 pages; \$5,00). An absorbing story of upper-air research, prologue

will help to reduce prices." As I under-stand the situation, the C-130 is being built solely for military use. Can you cor-roborate my understanding of this?

A. Steven Lawrence Los Angeles, California

Los Angeles, California
The February, 1955, issue of Air Transportation featured an article on the C130, The Hercules Story, written by Robert
W. Middlewood, chief engineer of Lockheed's Georgia Division. In it he said:
"The Lockheed C-130A is an airplane
which puts us into the middle of this
initiary-civilian eargo transport) picture.
It is an airplane which has the capability
of future growth as required in handling
its military missions. This same airplane
has a growth potential in the cargo field
which offers to the logistics, or to the
civilian operator, a direct operating cost
of the order of i per ton-mile as compared to present military cargo airplane
of 6c per ton-mile." As we hear it bruited
about the industry, the C-130 may, in the
near future, be released for commercial
use—possibly on a lease basis.—Editor.

to space travel. Interesting photos included. . . In Valley of the Shadow (David McKay Company, Inc.; 241 pages; \$2.50), Major Ward M. Millar, USAF jet pilot, tells his story of his amazing escape from the Chinese Reds—a tale of personal courage, suffering, ingenuity, and a reawakening of faith (". . , prayer and church have assumed a new meaning, a new dimension, for me.").

FACTS AND FIGURES

of cargo flown over the Atlantic during October, an increase of 43% over the same month of the year before was chalked up.

Seaboard: October transatlantic freight ton-miles rose 60% above the October, 1954 record. Total was 1,711,000 ton-miles.

Slick: A new high-6.368,000 ton-miles of freight—was set in October. In the same month of the previous year, the air-line recorded 3,023,733 ton-miles.

United: November freight carriage (2,606,000 ton-miles) dropped 17% below the total flown in November, 1954; but express (2.185,000 ton-miles) was up 21%.

Foreign Airlines

Japan: JAL is now in the black, after only 14 months of operation. April-September period brought a profit of \$147,241.

Indirect Air Carriers

Emery: The board of directors recently voted to increase the semi-annual dividend from 15¢ per share to 25¢ per share.

Aircraft

Lockheed: January-September earnings totaled \$13,371,000. Sales totaled \$526,139. 000. Earnings amounted to \$4.73 per share, compared with \$6.07 per share for the first nine months of 1954 when an all-time record was set.

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A message from Al Levenson

An airline is planes, places and people. But people make the difference. The skill with which they perform, and equally important, their feeling for their work, mold an airline's "personality" and build its reputation.

Ray McGuire is a case in point. He brings to his job as KLM's Assistant Cargo Sales Manager for the New York Region, a rich background of experience . . . freight forwarder, cargo supervisor, traffic manager. Having sat on "both sides of the desk," Ray's concept of selling is such that his real work starts after he gets the order! He knows that it takes more than fast planes and frequent flights to make an air

cargo operation a success. It takes complete "follow-through" by someone personally interested in every shipment, large or small. This often means a hurried sandwich for lunch and not infrequently it's late when Ray gets home to his wife and two little McGuires. His job is service!

All of us in KLM's Cargo Department share Ray McGuire's philosophy... that although we are paid by KLM, we are really working for you.

Alvin E. hevenson

Cargo Manager for the United States

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